University of Delaware Procurement Technical Assistance Center of Delaware Program

Mid-Atlantic Regional Council

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Presented by:
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Who we are..

The Procurement Technical Assistance Program (PTAP) was authorized by Congress in 1985 in an effort to expand the number of businesses capable of participating in the Government Marketplace. Administered by the Department of Defense, Defense Logistics Agency (DLA). The program is a cooperative agreement between DLA, states and local governments, and non-profit organizations for the establishment of Procurement Technical Assistance Centers (PTACs).

Who we are..

The Association of Procurement Technical Assistance Centers (APTAC) represents 90 PTACs and 6 Native American PTACs, in over 270 locations. There are more than 500 dedicated procurement professionals that work for PTACs. Their goals are to assist businesses seeking to compete successfully in federal, state, and local government contracting.

PTAC of Delaware Program..

Employed by ...

The University of Delaware

Office of Economic and Innovation Partnerships

Small Business Development Center

Procurement Technical Assistance Center

Typical PTAC of DE Client..

- Delaware based business
- In business for two years or more
- Sales in the commercial or government market
- Potential and plan to sell to government
- Internet and email address

To Do Business with the Federal Government, client shall have..

- Employee Identification Number (EIN)
  - http://www.irs.gov/
- Dun and Bradstreet Number (DNB)
  - http://www.dnb.com/
- Register in the Central Contract Registry (CCR)
  - http://www.ccr.gov/
- Complete the Online Representation and Certification Application (ORCA)
  - http://www.bpn.gov/

PTAC's assist companies with the above registrations.

PTAC of Delaware Services

One-on-one confidential counseling
Vendor registrations
Marketing strategy assistance
Procurement rules and regulations interpretation
Research on agency contract price history and forecasts
Federal Specifications and Drawings
Bid/proposal advice and preparation
Training events
Finding teaming/partner opportunities
ALL PTAC OF DELAWARE SERVICES ARE FREE

PTAC of Delaware Services (cont)

- BidMatch Service – Outreach Systems
  - Customized product/service profiles to fit client's government marketing strategy
  - Automatic searching of over 800 federal, state, and local government bid-posting sites
  - Synopsized bid leads sent directly to client firms by e-mail

Presentation to Dover AFB, DE

- Assist with market research to locate companies within the State
  - Provide information on small business availability in Delaware (to include small disadvantaged/8(a), HUBZone, woman-owned, service-disable veteran-owned, or Native American).
  - Provide names of qualified 8(a) clients for sole source acquisitions.
  - Assist with meeting “Rule of One” requirement.

What Else Can PTAC do for Dover AFB?

Dover AFB can refer DE vendors/contractors who need help with:

- Registrations (CCR & ORCA)
- Understanding Wide Area Work Flow invoicing
- Understanding GSA Schedule application
- Understanding FAR regulations
- Understanding different types of synopsis (pre-solicitation, combined synopsis/solicitation, sources sought, set-asides, & award)
- Understanding the requirements in a solicitation

HELPING THE NEWLY REGISTERED CLIENTS

- Ensure they understand Bid-Match & www.fbo.gov
- Introduce them to www.selltoairforce.org to locate
  - small business specialist
  - Long Range Acquisition Estimate
- Explain the requirements of the socio-economic and set-aside programs
- Explain the importance of understanding the FAR
- Explain the importance of great past performance
- Review a sample solicitation with their NAICS

HELPING CLIENTS MAKE AN OFFER

- Review solicitation
  - Highlight important requirements
  - Provide suggested format for response
  - Provide samples of proposal parts (price & technical)
- Review proposal for compliance prior to submission
  - Offer corrections required, if applicable
  - Follow-up to see if they received the award

PTAC OF DELAWARE CONTACT INFORMATION

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https://deptac.ecenterdirect.com (Sign up at this link)

QUESTIONS

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